

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 /018 W
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P R 192055Z SEP 75
FM AMEMBASSY QUITO
TO MR ALLEN ROBERTS
ELSTEIN INTERNATIONAL INC
2011 W PERSHING RD
CHICAGO ILL
TELEX 254314
TELEPHONE (312) 747-6000
INFO SECSTATE WASHDC PRIORITY 7323
USDOC WASHDC PRIORITY
AMCONSUL GUAYAQUIL PRIORITY

UNCLAS QUITO 7013

FOR COMMERCE/OED/MEPD

E.O. 11652: N/A
TAGS: BEXP, EC
SUBJECT: MERCALGUAYAS PROJECT

REF: (A) ROBERTS-MARSHALL TELECON 9-18-75 (B) STATE 222443 (NOTAL)
(C) QUITO 6920 (D) STATE 215071 (NOTAL) (E) STATE 204913 (NOTAL)

1. EMBASSY OFFICIALS IN QUITO AND GUAYAQUIL HAVE SPOKEN WITH
ENAC PERSONNEL IN BOTH CITIES CONCERNING THE MERCALGUAYAS PROJECT,
AND REPORT THE FOLLOWING:

A) EIGHT FIRMS HAVE PREQUALIFIED. ALL OF THEM ARE NON-ECUADOREAN.
ENAC CONSIDERS NAMES OF PREQUALIFIED FIRMS PRIVILEGED INFORMATION.
B) DEADLINE FOR SUBMITTING BIDS IS OCTOBER 31. (EMBASSY ASSUMES
EPSTEIN AWARE OF TIME DEADLINE). ENAC EXPECTS TO ANNOUNCE WINNER
APPROXIMATELY ONE MONTH LATER. WE HAVE BEEN ASSURED BY ENAC THAT
DECISION WILL BE MADE STRICTLY ON BASIS OF QUALIFICATIONS
AND OFFERS OF FIRMS.

(C) ENAC HAS SECURED LOAN FROM ECUADOREAN GOVERNMENT PRE-
INVESTMENT FUND (FONAPRE) TO COVER COSTS OF STUDIES. COSTS
OF STUDIES WILL OF COURSE NOT BE KNOWN UNTIL ACTUAL BIDS
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ARE EXAMINED.

(D) WHILE WE BELIEVE THAT IMPROVED MARKETING OF FOOD PRODUCTS IS IN A HIGH PRIORITY OF ECUADOREAN GOVERNMENT, WE HAVE NO WAY OF KNOWING FOR SURE WHETHER THIS PROJECT WILL MOVE FROM THE STUDIES STAGE TO THE EXECUTION STAGE.

2. ALTHOUGH CONSULATE GENERAL GUAYAQUIL WILL RESPOND SEPARATELY REGARDING CUENCA INDUSTRIAL PARK, WE SUGGEST YOU CONTACT USDOC WITH REFERENCE TO QUITO'S CABLE 6524 WHICH REPORTED THIS PROJECT.

3. SIGNED: STEPHEN H. MULLER, TRADE PROMOTION OFFICER,
AMERICAN EMBASSY, QUITO, ECUADOR.
BREWSTER

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NNN

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06 JUL 2006

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